

ERIC A. HATHAWAY

SENIOR CONSULTANT

EXPERTISE

- Policy & Program Development
- Project Management
- Process Improvement & Process Reengineering
- Organizational/Cultural Change
- Business Analysis/Management
- Crisis Management & Profit/Loss Management
- Regulatory Compliance & Strategic Planning
- Mergers & Acquisitions
- Cash & Asset Management
- Market Expansion & Negotiation
- Marketing Communications
- Sales Management
- Public Speaking & Presentation
- Board Presentation
- Business Development
- Web technology implementation
- Budget Planning & Forecasting
- IT planning & implementation

EXPERIENCE

Four years consulting and operating **TransVision Enterprises** (A management consulting company), one Year in Switzerland as the Vice President of international operations development and three years in Eastern Europe as the country-head and CEO of operations for **Credit Suisse Asset Management** (institutional, private and retail), one year as head of SW sales in the US and two years as CEO Asian operations for **Standard & Poor's Micropal** (Software and data collection), two years as CEO of **Columbia Transportation Co. Inc**, one year as IT director for **Monolite Industries, Inc.**

Management Consulting

focus on companies from **bio-engineering** projects, **internet companies**, large ranch development, R&D, waste management systems, eco-projects, **real estate** and other entities requiring start-up capital, **management restructuring**, consulting, launching, and **IPO**. Consulting assignments range from external assignments to **board member** input.

Market Expansion

Lead International **business development** and project management for international operations based in Zurich, Switzerland. Planned, **analyzed** and proposed a **strategy** for the markets of India, China, SE Asia, Korea, South America Africa and the US. Included visits, concept, strategy, **business plan**, and implementation of products, accounting, legal, **licensing**, administration, **marketing, sales, distribution, management, and staffing**. Development and implementation of a global asset management strategy.

Budgeting & Planning

Regulatory Compliance

Dealt with government authorities to implement first time sale of offshore funds in the region, and implementation of domestic mutual fund **self-regulatory association**.

Crisis Management

Turn-around of **asset management** operation focusing on institutional, retail and private **portfolio management** in the Czech Republic. Creation of **Strategy**, business plan, launch of four domestic funds, set-up of transfer agency and custody, staffing, legal, accounting, administration, marketing and advertising. Included **liquidation** of one company, and the **merger/acquisition** of two fund (companies).

Mergers & Acquisitions

Business Development

Responsible for Asia in the **start-up** of regional offices in the area of marketing and consulting for the Asian **mutual fund** markets based out of Hong Kong. In charge of staffing, marketing, **sales**, board reporting, budget proposals, and **setup of IT** and data collection centers.

Web and IT Development

Provided **Management Information Systems (IT)** implementation strategy for the development of an operating plan for a **manufacturing** company designing mono hulls and storage containers. Responsible for **research**, design of **system and implementation**. Responsible for growth strategy proposal of a **5000 person** international operation.

<i>Process Improvement</i>	In charge of all daily business operations for a transportation company . In charge of budget planning , advertising and marketing departments, sales department, all trade shows, public relations, and corporate accounts. An average increase in annual revenues of 100% per annum due to increased revenues through process re-engineering .
<i>Public Speaking</i>	Speaker as a consultant and CEO on the conference circuit in Thailand, Singapore, Czech Republic, Malaysia, Hong Kong and Switzerland in the areas of asset allocation, governmental regulation , Back office reengineering, management restructuring and been a host of a mutual fund talk show on CNBC Asia . Featured in multiple publications and nominated for business man of the year .
<i>Sales Management</i>	<p>In charge of marketing and sales of software to all major Banks, Plan Sponsors, fund management companies, financial consultants, and investment managers throughout the South West region of the US. Responsible for technical financial knowledge (Asset Allocation models), sales, marketing and management.</p> <p>Controlled business development, sales and marketing for Asia and negotiated with Councils, Federations, and Ministry of Finance, banks and fund management companies. Created the largest provider of fund statistics and marketing software in the region.</p> <p>Developed distribution, marketing and sales channels for mutual funds in the Czech Republic. Developed television commercial advertising. Total assets under management of \$500 million. Increased funds under management by 200% in 2 years creating 2nd largest foreign asset management firm in the country.</p>
